

Message Text

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PAGE 01 JIDDA 05844 231502Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----017960 232026Z /66

R 231315Z AUG 77
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 9390
AMEMBASSY ATHENS

UNCLAS JIDDA 5844

E.O. 11652: N/A
TAGS: BTIO, BENC, SA
SUBJ: SAUDI PRIVATE HOSPITAL PROJECT

REF: JIDDA 5812

1. SAUDI FIRM OF SHEIKH ABBAS MOHAMMAD ALI HAS PROVIDED FURTHER DETAILS OF TRADE OPPORTUNITY REPORTED REFTEL DURING VISIT TO COMMERCIAL CENTER.

2. SHEIKH ABBAS' REPRESENTATIVE, DR. MOINUDDIN OSMANI (NOT MUHIEDDIN, AS REPORTED EARLIER) FOLLOWED UP EMBASSY TELEPHONE CALL WITH PERSONAL VISIT AND STATED THAT THE SAUDI FIRM WAS INTERESTED IN RECRUITING AN AMERICAN COMPANY TO UNDERTAKE THE COMPLETE PROJECT INCLUDING SUPPLY OF ALL MEDICAL EQUIPMENT AND HOSPITAL FURNISHINGS FOR THE 400-BED HOSPITAL PROJECT.

3. ADDITIONAL INFORMATION PROVIDED BY DR. OSMANI (AN ENGINEER OF PAKISTAN NATIONALITY) REVEALED THAT THE HOSPITAL INTENDED IS TO BE IN THREE SEPARATE WINGS TO ACCOMMODATE 150-BED SPECIALIST SECTION, 150-BED GENERAL SECTION AND 100-BED PEDIATRIC UNIT. EACH UNIT WILL HAVE SEPARATE ADMINISTRATIVE DEPARTMENTS ON THE GROUND FLOOR. THE HOSPITAL COMPLEX SHOULD ALSO HAVE AN UNDERGROUND THEATER FOR FILM SHOWINGS TO AMBULATORY PATIENTS.

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4. THE FIRM ALSO PLANS TO SUPPLEMENT THE HOSPITAL COMPLEX WITH A 400-ROOM HOTEL IN THE SAME COMPOUND. DR. OSMANI STATED THAT THE COMPANY PLANS 100 VILLAS FOR MEDICAL PERSONNEL AND SEPARATE MULT-UNIT RESIDENCE BUILDINGS FOR OTHER HOSPITAL PERSONNEL, AND POSSIBLY ITS OWN DESALINATION UNIT.

5. IT WAS EMPHASIZED THAT THE COMPANY DESIRED FIRST CLASS EQUIPMENT AND ACCOMMODATIONS AND ESTIMATED THE COST AT ABOUT SR 800 MILLION (APPROXIMATELY \$250 MILLION). OSMANI STATED THAT THE MOST UP-TO-DATE FACILITIES WERE PLANNED INCLUDING COMPUTERIZED PATIENT DIAGNOSIS AND CARE AND T.V. MONITORED WARDS.

6. THE LOCAL FIRM WOULD WELCOME OFFERS OF COOPERATION FROM A U.S. COMPANY OR CONSORTIUM FOR EXECUTION OF THE PROJECT. ALTHOUGH IT PROFESSES THAT MONEY IS NO OBJECT WOULD PREFER FIRMS WILLING TO PARTICIPATE AS A JOINT VENTURER WITH THE PERCENTAGE TO BE NEGOTIATED.

7. THE FIRM OWNS ONE MILLION SQUARE METTERS OF LAND ON MEDINA ROAD, AT THE NORTHEN EDGE OF THE CITY OF JIDDA WHICH IS THE INTENDED SITE OF THE PROJECT.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decapton Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977JIDDA05844
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770304-0831
Format: TEL
From: JIDDA
Handling Restrictions: n/a
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 JIDDA 5812
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1519604
Secure: OPEN
Status: NATIVE
Subject: SAUDI PRIVATE HOSPITAL PROJECT
TAGS: BTIO, BENC, SA
To: COM
Type: TE
vdkgvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/8aff6856-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009